

**Nonprofit Resource Development & Fundraising Resources**  
**Prepared by Community Partners**

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**INDIVIDUAL DONORS & GRASSROOTS FUNDRAISING**

**Grassroots Institute for Fundraising Training**

<http://grassrootsfundraising.org/>

Articles, workshop handouts, and trainings on grassroots and donor fundraising

**Idealware**

<http://idealware.org/>

Articles and reports on online fundraising, fundraising software, and databases

**Fundraising 123**

<http://www.fundraising123.org/>

Sponsored by Network for Good. Articles on online fundraising, communications, and marketing

**Book: *Fundraising for Social Change* by Kim Klein**

ISBN-10: 0470887176

E-book and Paperback: <http://www.josseybass.com/WileyCDA/WileyTitle/productCd-0470887176.html>

An extensive guide on how to build, maintain and expand an individual donor program

**FOUNDATIONS & GRANTSEEKING**

**The Foundation Center**

<http://foundationcenter.org/>

Cooperating collections at Southern California Library for Social Studies and Research, Flintridge Center, Santa Monica Public Library, Los Angeles Public Library (San Pedro branch), Long Beach Nonprofit Partnership

**The Grantsmanship Center**

<http://www.tgci.com/>

Local workshops and free print resources, including announcements of federal funding opportunities

**Nozasearch and Noza990s**

<http://www.nozasearch.com> and <http://www.noza990s.com/>

Free online database with access to foundation giving data and 990s (registration required)

**Guidestar**

<http://www2.guidestar.org/>

An online database for nonprofit reports and 990s, this site is useful for doing background information on foundations (registration required)

**GOVERNMENT GRANTS**

**Grants.gov**

<http://www.grants.gov>

Online resource to find and apply for federal grants

## **SOCIAL ENTERPRISE & EARNED INCOME**

### **GIFT Conference Workshop Handouts**

- “Effective Earned Income Strategies” presented by Tanya Mayo (2010)  
<http://www.grassrootsfundraising.org/article.php/2010061016313972>
- “Capitalism for Anti-Capitalists: Using Earned Income to Fund Your Organization” presented by Andy Robinson (2008, handouts in English and Spanish)  
<http://www.grassrootsfundraising.org/article.php/workshops>

**Book: *Selling Social Change (Without Selling Out): Earned Income Strategies for Nonprofits* by Andy Robinson**

E-book: <http://www.josseybass.com/WileyCDA/WileyTitle/productCd-0787965200.html>

Paperback: Contact GIFT at [info@grassrootsfundraising.org](mailto:info@grassrootsfundraising.org) or 510-452-4520 x0

### **Zero Divide Community Investment Resources**

[http://zerodivide.org/grants/community\\_investment\\_resources](http://zerodivide.org/grants/community_investment_resources)

Links to books, websites, and organizations with helpful tools, including a list of groups that fund social enterprise efforts and legal resources

## **ONLINE GRANTWRITING AND FUNDRAISING BLOGS**

### **Pamela’s Grantwriting Blog**

<http://www.pamelasgrantwritingblog.com/>

Fundraising tools and tips for the one-person nonprofit development office

### **Grant Gopher**

<https://www.grantgopher.com/News.aspx>

Grantwriting tips and foundation research resources

### **The Fundraising Coach**

<http://fundraisingcoach.com/>

Fundraising seminars and articles for new and experienced fundraisers

### **Step by Step Fundraising**

<http://www.stepbystepfundraising.com/>

An extensive directory of fundraising resources, books, articles, and ideas

### **FundraisingIP**

<http://www.fundraisingip.com/>

How-to fundraising articles and directory of fundraising event ideas

### **Follow Don Griesmann on Twitter**

<https://twitter.com/#!/dgriesmann>

Daily links to grant opportunities and foundation requests for proposals